Imagination and ability pay off

Lowe's: an American success story

When Carl Buchan joined his brother-in-law, Jim Lowe, as a partner in his North Wilkesboro Hardware Store in 1943, the entire store covered only 3,500 square feet. The inventory consisted of snuff, dry goods, groceries and some miscellaneous hardware and building supplies.

Inventory was important, but the proprietors' imagination and ability were the most valuable assets to the small North Carolina business.

Even then Buchan envisioned the mass marketing of building materials. In 1949, he saw it become a reality, though on a fairly small scale. The North Wilkesboro Hardware Store became Lowe's and opened its first expansion store in Sparta, N.C., 40 miles away.

Buchan and Lowe went on to acquire an automobile dealership and a cattle farm, but Buchan devoted himself completely to the low-margin marketing of building materials and hardware. In 1952, Carl Buchan traded his interest in the car and cattle operations for Jim Lowe's interest in the two stores.

In the 31 years since then, Lowe's has grown into a billion-dollar corporation with more than 200 stores in 19 states, located principally in the South Atlantic and South Central regions of the United States.

Lowe's came to this area in 1972, when its store was completed on Graves Mill Road in Lynchburg.

The store has become increasingly successful in the past 11 years. In recent years, the business has placed increased emphasis on retail sale items. C. Bryan Pugh, general manager of the Lynchburg store, notes that the local store has had monumental success in retail sales. Last year, for example, the Lynchburg store ranked 30th out of 240 Lowe's stores in retail sales.

"We had a major renovation of our retail sales floor design about a year ago," Pugh notes. "We arranged the merchandise according to various departments, such as home decor and

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TIMES-VIRGINIAN

Bryant has a natural love for land

It's only natural that Clayton Bryant should be in the land business. He enjoys being outdoors. His hobbies, horses and fishing, are outdoor hobbies.

Bryant, a Buckingham native, got started in the land business 25 years ago, while he was still cutting timber in Buckingham County.

"The first tract of land I bought was about 45 or 50 acres," Bryant recalls. "I bought it for the timber, cut the timber off it, then sold it for the same price I had originally bought it for."

Not long after that Bryant and Douglas Branch, a friend who operated a store in Buckingham County, became partners in a land company. They would purchase land on a speculative basis, hold it for a period of time, then sell it for the best price they could get, most often at a good profit. When Bryant moved to Appomattox in 1963, the land business was really starting to pick up.

In the late 1960s and on into the 1970s, the land business began to boom, and that is when Bryant and Branch began purchasing larger and larger tracts of land, and selling at greater profits.

"Land really started appreciating in the 1970s," says Bryant. "It was during that period that it was very easy to sell property. The value of land just kept increasing. I remember we bought a tract of about 100 acres of land during that time, at a cost of about $6 per acre. That same land now is worth about $300 per acre."

Bryant's success in buying and selling land soon enabled him to purchase a beautiful 700-acre farm just outside the town of Appomattox, on Route 26.

It has been on the rolling acreage of this farm that Bryant has pursued his favorite hobby: horses.

"I got very interested in racing barrel horses about eight or ten years ago," notes Bryant.

In 1978, Bryant purchased "Hot Shot Rey," one of the top-ranked barrel - racing horses in the world at that time. "He's 15 years old now, but I'd still say he's one of the top horses around."

Hot Shot Rey and Bryant's other horses have done well in competition. One needs only to walk into his office on Route 460 West to learn that. The room is filled with dozens of first-place trophies and ribbons attesting to the skill of the horses and Bryant's jockey, Van Manley.

And the awards in Bryant's office represent only part of the total picture. "I guess I've got between 400 and 500 ribbons and trophies, most of them won by Hot Shot Rey," notes Bryant.

As with land, only on a much smaller scale, Bryant has purchased horses on a somewhat speculative basis. "We have several good horses for sale right now,"

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NEED LAND? CALL US!

APPOMATTOX COUNTY

5 acre tracts on Rt. 460 at Concord, fronting on 460 and N & W Railroad, total of 20 acres. Good building sites or as commercial development property. Located 1 mile E of Concord, Va. on right, East bound. $13,500 per 5-acre tract.

180 acres located on St. Rd. 615 between Oakville and Liberty Chapel Church. This land has road frontage on hard surface road. Approx. 15 acres open with 125 acres planted in pines. Borders on Bent Creek, several ideal building sites, school bus route and excellent rural neighborhood. $89,500 (Terms)

5 acres on Rt. 460 near Concord. Four room stucco dwelling with bath, ideal for office. This land is cleared and approx. 2 acres has been graded and graveled and used for a used car sales lot. Frontage on both Rt. 460 and St. Road 667. Located about 1 mile East of Concord on the left side of 460. $55,000 (Terms)

Beautiful 7 year old colonial rancher, 8 rooms, 2 baths, electric heat/fireplace, 16 x 28 patio, closed in carport, cobble driveway, 3½ miles out of Town of Appomattox on Rt. 604. $55,000.

1 acre building lot on St. Route 727. Approx. 2 miles from Town of Appomattox. $5,500.

112 acre farm with long frontage on hard surface road, approx. 45 acres open and in cultivation, small irrigation pond and large creek on property. Tobacco allotment, barns and other outbuildings, old house repairable. $89,500 (Terms)

16 unit motel, 2 brick homes, building formerly used for service station, fronts State Highway. $159,500.00. (Terms)

102 acres with approx. 75 acres open, fronts St. Highway 26. Property is fenced and has an exceptional view. $89,500.

108 acres with long road frontage, approx. 100 acres open, large 2-story house plus old dairy operation. $169,000.

116 acres located on Highway 26, 60 acres open, road frontage, timber reserved. $[illegible],500.

BUCKINGHAM COUNTY

71 acres fronting on hard surface road (Rt. 604), stream, mostly open, tillable land. $59,500.

1047 acre tree farm, land is level to rolling and consists of pine and hardwood timber. 200 acre lake site with dam partly completed. Approx. 1000 feet frontage on James River. Consider this tract for development of lake front property or timber investment. $450 per acre (Terms)

CAMPBELL COUNTY

92 acres fronting on St. Route 659, long road frontage. Convenient to Lynchburg, Virginia. $39,500.

17 acres with 30-stall horse barn with running water, riding ring, long road frontage. $69,500 with good terms.

400 acres farm, 125 acres open with road frontage and long frontage on Little Falling River. Two tenant houses, timber reserved. $129,500.00 (Terms)

330 acres with ¾ mile frontage on Staunton River, Approx. 40 acres open, balance in merchantable timber. Old cabin restorable, good hunting and fishing. $129,500.00 (Terms)

CHARLOTTE COUNTY

245 acre farm located on Rt. 727 and Rt. 616. Approx. 200 acres open in cropland, balance in cut-over timberland. Several streams on property. Above average farmhouse with several tenant houses, 11 acre dark tobacco allotment. Tobacco barns and storage sheds. $199,500.00 (Terms)

4.44 acres with 690 feet of road frontage on U. S. 15-360. All wooded, good investment property. $5,000.

5.46 acres with frontage on St. Road 622, just off 360 near Keysville. $6,000.

4.57 acres fronting on U.S. 360, located near Keysville. Ideal for commercial development. $5,000.

39 acre farm with farmhouse and other farm buildings. Appox. 15 acres open, balance in young timber. $39,500.

49 acre farm and 6 room farmhouse and other farm buildings. Road frontage on St. road. Approx. 35 acres open, balance in timber. Good lake site, 3½ acre dark tobacco allotment, fruit trees. $49,500.

DINWIDDIE COUNTY

650 acres open land, completely fenced. This is level to gentle rolling, property fronts on two hard surface roads, Rts. 622 and 624 which lie about 18 miles West of Petersburg, Va. Suited for cattle, crop and sub-dividing. Excellent investment property. $550 per acre.

158 acres of timber land located on Rt. 622 across road from the 650 acres described above. $550 per acre.

67 acres of timberland located on Rt. 624 near the 650 acres described above. $550 per acre.

GILES COUNTY

392 acres, fronts on hard surface road. Loaded with timber. $159,500.00.

HALIFAX COUNTY

62 acres cut over timberland, right-of-way into very secluded area, bordered by creek on one side. This property affords good acreage for a small investment. Ideal for young investor as area is ready for pine reforestation. Excellent buy at $23,250.00.

534 acres located on Rt. 719 just off Rt. 360. Two dwellings that are restorable. About 50 acres open with balance in pine and hardwood. Several barns. Streams with good water. Known as "Red Level Farm". $395.00 per acre.

MECKLENBURG COUNTY

398 acres, near Buggs Island, new lake survey, good water on property, timber cruise of one million feet saw timber, 82 acres open land. $179,500.00.

CLAYTON C. BRYANT
LAND CO.

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APPOMATTOX, VA.